

Message Text

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TAGS: ETRD,EEWT,UR

SUBJECT: VISIT OF SOVIET IRRIGATION DELEGATION

USDOC FOR BEWT/TDAD

REF: USDOC 14390

1. COMMERCIAL ATTACHE MET OCTOBER 22 WITH DEPUTY MINISTER OF LAND RECLAMATION AND WATER RESOURCES KH. T. PETERSON TO DISCUSS RESULTS OF GARKUSHA VISIT (REFTEL) AND HOW COMMERCIAL OFFICE COULD BE OF FURTHER ASSISTANCE TO MINISTRY IN DEVELOPMENT OF ITS CONTACTS WITH U.S. SUPPLIERS OF EQUIPMENT AND/OR TECHNOLOGY FOR IRRIGATION AND DRAINAGE PROJECTS.

2. AS INDICATED REFTEL, PETERSON SAID SOVIETS WERE VERY PLEASED WITH RESULTS OF GARKUSH VISIT AND VERY GRATEFUL TO DEPARTMENT OF COMMERCE FOR ITS ASSISTANCE IN ARRANGING THIS VISIT. HE SAID THAT IMPRESSIONS OF VISIT WERE STILL BEING ANALYZED BY SOVIET ORGANIZATIONS INVOLVED BUT HE INDICATED THAT HE ANTICIPATED GOOD COMMERCIAL RESULTS FROM THESE CONTACTS. COMMERCIAL ATTACHE AND PETERSON AGREED THAT THEY WOULD MEET AGAIN BEFORE END OF 1975 FOR MORE DETAILED REVIEW OF SITUATION AND DISCUSSION OF POSSIBLE FURTHER VISITS TO INDIVIDUAL U.S. EQUIPMENT PRODUCERS.

3. DURING MEETING, PETERSON RECALLED THAT WHILE IN WASHINGTON HE HAD MADE EXTENSIVE USE OF NTIS (NATIONAL TECHNICAL UNCLASSIFIED

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INFORMATION SERVICE) MONTHLY CATALOGS AND ASKED WHETHER THESE

CATALOGS WERE AVAILABLE THROUGH COMMERCIAL OFFICE. COMATT INDICATED THAT WE DID NOT RECEIVE THESE CATALOGS AT PRESENT BUT AGREED TO SEE WHETHER WE COULD BE PUT ON MAILING LIST. COMMENT: AS DESCRIBED BY PETERSON, NTIS MONTHLY CATALOGS WOULD APPEAR TO BE OF CONSIDERABLE VALUE FOR OPERATIONS OF COMMERCIAL OFFICE. COULD WE BE PUT ON MAILING LIST? END COMMENT)

4. COMMERCIAL ATTACHE ALSO DESCRIBED FOR PETERSON OPERATIONS OF TRADE OPPORTUNITIES PROGRAM (TOPS). PETERSON ASKED WHETHER IT WOULD BE POSSIBLE FOR COMMERCE TO DO TOPS RUN ON ALL U.S. PRODUCERS OF A) DRIP IRRIGATION EQUIPMENT, B) CENTER PIVOT SPRINKLER SYSTEMS. IF MINISTRY COULD OBTAIN LISTS OF ALL U.S. PRODUCERS OF SUCH SYSTEMS, HE SAID, THIS WOULD ENABLE SOVIETS TO EXPAND CONSIDERABLY THEIR CONTACTS WITH U.S. COMPANIES. (COMMENT: WOULD IT BE POSSIBLE FOR USDOC TO PROVIDE LISTS OF THIS TYPE COVERING TWO PRODUCT CATEGORIES MENTIONED BY PETERSON. END COMMENT)

5. GENERAL COMMENT: IN COMMERCIAL OFFICE'S VIEW, THIS VERY SUCCESSFUL VISIT COULD NOT HAVE BEEN ORGANIZED WITHOUT THE ASSISTANCE OF BEWT/TDAD, AND WE ARE EXTREMELY APPRECIATIVE. WE HOPE THAT THIS VISIT CAN SERVE AS PATTERN FOR FUTURE TRIPS OF THIS TYPE, INVOLVING A NUMBER OF RELATIVELY SMALL, AND OFTEN COMPETITIVE, U.S. COMPANIES WHICH COULD NOT OTHERWISE COORDINATE TRAVEL AMONG THEMSELVES. UPCOMING VISIT BY SOVIET MINISTRY OF PROCUREMENTS DELEGATION IS CASE IN POINT, AND COMMERCIAL OFFICE HOPES THAT WE CAN CONTINUE TO RELY ON TDAD HELP SHOULD ADDITIONAL OPPORTUNITIES ARISE.
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